

FIG. 1

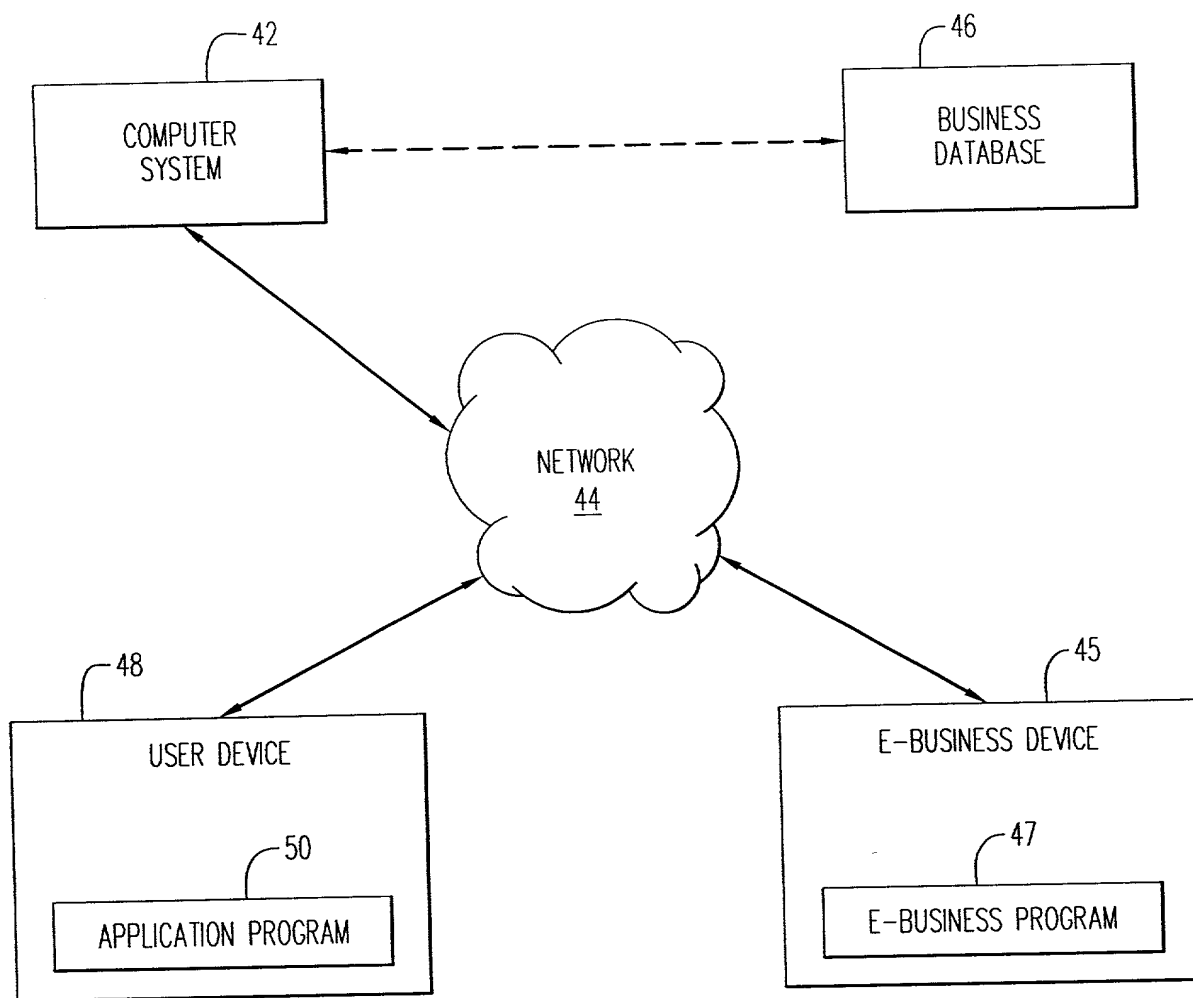
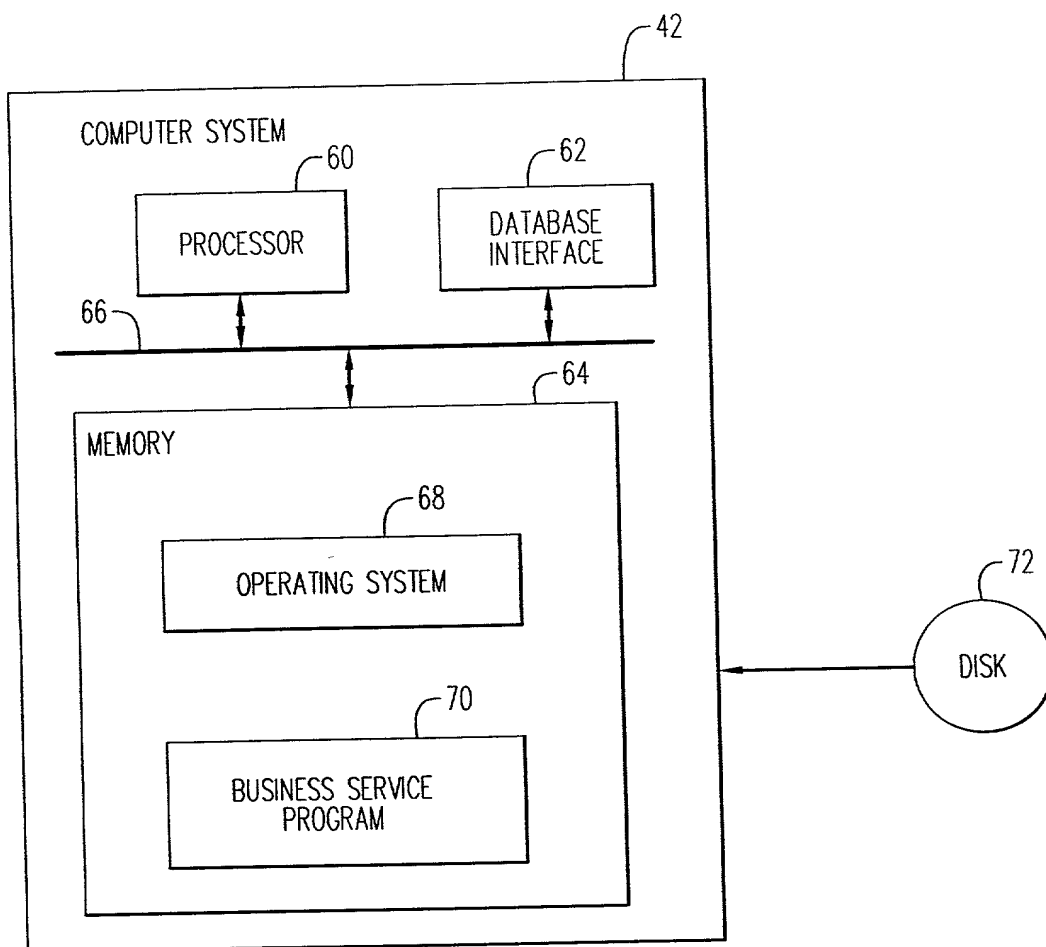
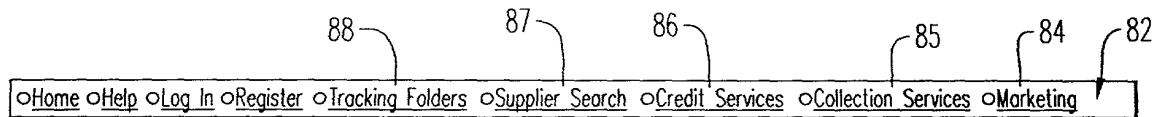


FIG. 2

**FIG. 3**



Run Your Business More Effectively

with Dun & Bradstreet Small Business Solutions

Look up any U.S. company right NOW!

Simply enter the name of the company you want to look up along with the state where it is located and click SEARCH.

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 [Advanced Search](#)

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- 94 — [Tracking Folders](#)
Learn how to use your customizable Tracking Folders to keep a close eye on your existing customers, suppliers, competition, and prospects.
- 93 — [Credit Services](#)
Learn how to use D&B's Credit eValuator report to check company credit ratings and make faster, better informed business decisions.
- 92 — [Collection Services](#)
Learn how D&B RMS Collection Services can help you collect money owed you and more easily manage your receivable process.
- 91 — [Supplier Search](#)
Learn how to use the D&B Business Directory to find suppliers for your company.
- 90 — [Marketing Services](#)
Learn how you can create targeted lists of credit-screened potential new customers and clients.

FIG. 4

US Company Search ?
Lookup any US company

New Jersey
United States of America
SEARCH Advanced Search

My Tracking Folders ?

Customers 122
Suppliers 110
Competitors 112
Partners 116
Prospects 114
My Company 117
Projects 118

AB Company

Sell To Buy From Compete Get Paid Locate

123 Main Street
Anywhere, CA 98765
(300)333-3300

Description 134

Company Info Quick Tools

Annual sales: 140
Sales trend: 142
Type of Location: 136
Employees at this location: 144
Total employees: 146

Managers & Officers:

Display their credit report
Build a list of similar companies nearby
Build a list of similar companies in the same industry
Store in My Tracking Folders And Notify Me of Important Changes

SAVE 138

106

100

FIG. 5

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Print Version
Get Current Report

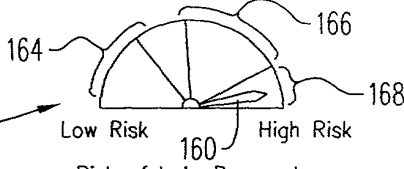
Business Risk eValuator

AB Company

123 Main Street
Anywhere, CA 98765
(300)333-3300

You purchased this report on:
Thursday, May 03, 2001

Risk Summary



164 166 168

Low Risk 160 High Risk

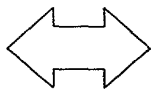
Risk of Late Payment

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Risk of late payment is based on the following prioritized factors in addition to other information in D&B's files:

- Payment experiences exist for this firm which are greater than 60 days post due.
- Evidence of open suit(s) and judgment(s) in D&B database.
- Business does not own facilities.

Indications of slowness can be the result of disputes over merchandise, skipped invoices, etc.



Unchanged

Past Payment Performance

152

This payment performance trend for this unchanged. The most recent payment info D&B's files is:

- Payments currently: 16 days beyond terms.
- Payments 3 months ago: 15 days beyond terms.
- Industry Average: 6 days beyond terms.

* Note: Payments to suppliers are averaged by dollar amount.

Company Profile

Chief Executive:	Annual Sales (Estimate)
Employees here:	Line of Business:
Employees total:	Type of Business:
Years in business:	
Location type:	

Legal Filings & Other Important Information

Bankruptcies:	None
Judgments:	None
Liens:	None
Suits:	2 Open / 0 Closed
Suits Amounts:	\$11,323 Open / \$0 Closed
Negative Payment Experiences:	None
Payments Placed for Collection:	None

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The public record items reported may have been paid, terminated, vacated or released prior to the date this data is transmitted

**** Included with this eValuator purchase are 12 months of continuous tracking of key business changes, e-mail notification of these changes (if you choose), Alert message in your Business Center of these changes and full details of these significant changes.**

FIG. 6

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Refresh your D&B eValuator reports regularly in order to judge the impact of recent alerts on a company's credit.

You last updated your eValuator report for AB Company 6/22/01.

Update Report

Your VISA ending in 4321 will be billed \$12.99 (plus applicable tax) for this report.

Alerts for AB Company



Suit Filing Defendant (New Suit) 7/7/2001

Suits:

As of 07/06/01, the following is new to Dun & Bradstreet's files:

Case Number:
Status:
Plaintiff:
Defendant:
Where Filed:

Suit Amount: \$15,000
Status Attained: 06/13/01
Date Filed: 06/13/01



Other Special Event

7/7/2001

Other Special Event:

07/06/01



Suit Filing Status

6/28/2001

Suits:

As of 06/27/01, the following Public Record has been updated:

Docket Number: CJ90-4500
Status: Dismissed
Plaintiff:
Defendant:
Where Filed:

Suit Amount: In excess
of \$10,000
Status Attained: 06/16/91
Date Filed: 09/17/90

FIG. 7

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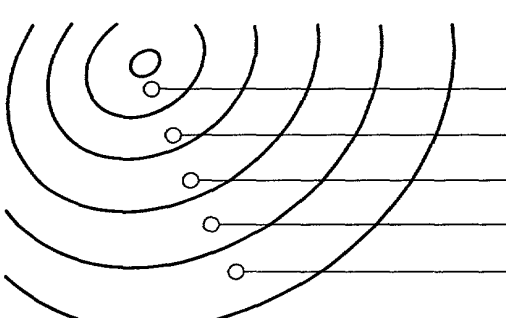
Find new customers	Coming soon	Home	My account	Log out	Terms of use
--------------------	-------------	------	------------	---------	--------------

Generate a Marketing List

1 Local Area
2 View Details
3 Output
4 Purchase

Modify the range of your search. Selections are made with the checkboxes.

AB Company



miles from center	number of prospects
<input checked="" type="checkbox"/> 0-5	18
<input checked="" type="checkbox"/> 6-10	2
<input checked="" type="checkbox"/> 11-25	12
<input checked="" type="checkbox"/> 26-50	18
<input checked="" type="checkbox"/> 51-100	71
total:	121

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REFINE YOUR SEARCH WITH THESE ADDITIONAL CRITERIA

→ <u>Industries</u>	Cardboard Boxes
→ <u>Local Area</u>	Zip: 94110
→ <u>Location Type</u>	All Location Types
→ <u>Years In Business</u>	All Years In Business
→ <u>Credit Risks</u>	All Credit Risks

FIG. 8

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Build customer lists | Coming soon | Home | My account | Log out | Terms of use | Help ?

Generate a Marketing List

1 Local Area | 2 View Details | 3 Output | 4 Purchase

Take a closer look at the details of your search. 192

LOCAL AREA	NUMBER OF EMPLOYEES						Total
	No Data or 0	1-4	5-9	10-20	21-50	50+	
From 51 To 100 Mi...	2,678 <input checked="" type="checkbox"/>	85,896 <input checked="" type="checkbox"/>	12,943 <input checked="" type="checkbox"/>	8,549 <input checked="" type="checkbox"/>	4,780 <input checked="" type="checkbox"/>	2,991 <input checked="" type="checkbox"/>	97,837
From 26 To 50 Mil...	506 <input checked="" type="checkbox"/>	12,791 <input checked="" type="checkbox"/>	2,160 <input checked="" type="checkbox"/>	1,392 <input checked="" type="checkbox"/>	754 <input checked="" type="checkbox"/>	470 <input checked="" type="checkbox"/>	18,073
From 11 To 25 Mil...	101 <input checked="" type="checkbox"/>	3,484 <input checked="" type="checkbox"/>	501 <input checked="" type="checkbox"/>	281 <input checked="" type="checkbox"/>	162 <input checked="" type="checkbox"/>	84 <input checked="" type="checkbox"/>	4,613
From 6 To 10 Mile	146 <input checked="" type="checkbox"/>	2,688 <input checked="" type="checkbox"/>	709 <input checked="" type="checkbox"/>	484 <input checked="" type="checkbox"/>	283 <input checked="" type="checkbox"/>	173 <input checked="" type="checkbox"/>	4,383
From 0 To 5 Miles	200 <input checked="" type="checkbox"/>	2,762 <input checked="" type="checkbox"/>	917 <input checked="" type="checkbox"/>	642 <input checked="" type="checkbox"/>	403 <input checked="" type="checkbox"/>	260 <input checked="" type="checkbox"/>	5,184
Total	3,631	87,521	17,230	11,348	6,382	3,978	130,090

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← BACK NEXT →

FIG. 9

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Build customer lists | Coming soon | Home | My account | Log out | Terms of use | Help ?

Generate a Marketing List

1 Local Area | 2 View Details | 3 Output | 4 Purchase

Finalize your prospect list.

Your search has resulted in 21,708 prospects. (view sample)

How many of these prospects would you like to buy? 10000

Order these by youngest to oldest

Print your Marketing List sorted by Company Name

206

Select a format:

<input checked="" type="radio"/> Prospect sheets (full report) <i>example</i>	\$8,010.00 USD
<input type="radio"/> Telephone directory (Address and phone) <i>example</i>	\$6,210.00 USD
<input type="radio"/> Mailing Labels (Address) <i>example</i> Avery 5160 (30 to a sheet)	\$5,310.00 USD
<input type="radio"/> MS Mail Merge Format (Address)	\$5,310.00 USD

202

☒ Include a tab-delimited data file of the same information at no extra charge.

Please give your list a name

Naming your list allows it to be stored in your business Center for future purchases and list references.

Save Without Purchase Purchase List

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← BACK NEXT →

FIG. 10

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Build customer lists	Coming soon	Home	My account	Log out	Terms of use	Help (?)
Generate a Marketing List						
1 Local Area	2 View Details	3 Output	4 Purchase	192		
Order your marketing list.						
List Summary <ul style="list-style-type: none"> You have selected 10,000 prospects from the marketing list named <div style="border: 1px solid black; width: 100px; height: 15px; margin-left: 20px; display: inline-block;"></div> <div style="margin-left: 100px;">208</div> <ul style="list-style-type: none"> These prospects will be formatted as Prospect Sheets You will receive the same information as a tab-delimited data file at no extra cost This list costs <u>\$8,010.00</u> USD plus tax <div style="text-align: right; margin-right: 50px;"> 210 — <u>Order List</u> </div> <p style="font-size: small; margin-top: 10px;">Your account will be charged when the order is processed and delivered. You can revisit in the Projects folder of your Business Center and order additional records from the list for the next 180 days.</p> <div style="text-align: right; margin-top: 10px;"> <div style="border: 1px solid black; padding: 2px 10px; display: inline-block;">←</div> BACK </div>						

FIG. 11

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AB Company

Sell To

Buy From

Compete

Get Paid

Locate


123 Main Street
Anywhere, CA 98765
(300)333-3300


Description


Company Info

Annual sales: \$10,130,128,000
Sales trend: 78%
Type of Location: Headquarters
Location square footage: 2,200,000 feet
Employees at this location: 2,300
Total employees: 41,290

Quick Tools

 Start Collecting
211

 Display their credit report
212

 Notify me of important changes
213

Trade Styles

FIG. 12

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232

Customer

Rossmoor Pets

Address Info

Additional Info

Job Info

Account

Categorizing and Defaults

Type

Terms

Rep

Check Limit

Sales Tax Information


Tax Item

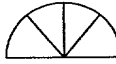
☒ Customer is taxable

Sales Tax

Resale Number

Custom Fields:

 Low risk - Better than your average customer.
234

 Low risk - Better than average for this INDUSTRY.
236

Define Fields

Opening Balance

as of

10/24/00

FIG. 14

100

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Sell To	Buy From	Compete	Get Paid	Locate
---------	----------	---------	----------	--------

Description

You are starting a collection effort against this company. This is a serious action which will result in a "Placed: For Collection" notice in this company's D&B business report:

You have a choice of escalating collection services and careful thought is needed about what course of action you wish to initiate. Please note:

- If you choose the Demand letter, you cannot order a demand letter series against this customer and cannot initiate contingent collection services for 20 days.
- If you choose the demand letter series, you cannot move this claim to contingent collection services until the demand series has been completed (a 30-day period).
- If you choose contingent collection services, you cannot send demand letters to these customers separately.
- You cannot initiate multiple collection actions against the same company within a 60-day span.

To start a collection effort please choose one of the following:

☒ Demand Letter \$10.00

214 → A letter sent by D&B Receivable Management Services on your behalf requesting your customer's payment of an unpaid balance. Learn more...

☐ Demand Letter Series \$20.00


216 → A series of three letters sent within a 30-day period with an escalating tone by D&B Receivable Management Services on your behalf requesting your customer's payment of an unpaid balance. Learn more...

☐ Contingent Collection \$15.00***

218 → A series of written communication and telephone calls by D&B Receivable Management Services on your behalf to recover your uncollected debts. Learn more...

*** The minimum claim(s) must total \$100 or greater. There is a \$35 placement fee. A contingent fee is charged based on the dollars collected by D&B Receivable Management Services. That fee is 28% of the amount recovered or \$35, whichever is greater.

VIEW SAMPLES



NEXT

FIG. 13

Put the Power of Targeted Marketing to Work for YOU.

Introducing Dun & Bradstreet Marketing Services. Dun & Bradstreet Marketing Services are designed to help you pinpoint potential new customers with good credit ratings so you can grow your business with less risk. Simply give us your customer criteria and we'll compile a highly targeted list for you from our extensive database of U.S. companies

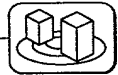
270

FIG. 15

Get Started Right NOW!

To begin compiling your list, click one of the icons below to choose the method by which you'd like to search for companies.

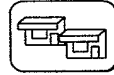
272



Local Area

Click here to search for companies within a 0-100 mile radius of your or any other business.

274



Industry

Click here to search for companies in a specific industry using Standard Industry Classification (SIC).

Quickly Find Suppliers Anywhere in the Country!

275

Introducing the Dun & Bradstreet Comprehensive Sup

Find suppliers fast! You can locate everything from Accountants to Wholesalers in our 13 million plus name database. Simply store them in your Tracking Folders for instant access.

Try it and see how easy it is:

Enter Business Category

276

City, State or ZIP Code

277

SEARCH

Advanced Search

How It Works

- ① Look up suppliers to your industry in our database
- ② Store the names of the suppliers in your Tracking Folders
- ③ Click on any supplier name to instantly access the latest information about them

Supplier Search

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Enter Business Category

attorneys

City, State or ZIP Code

Nationwide

SEARCH

[Advanced Search](#)

We found 24 category matches for "attorneys". Please select the category that is closest to the product or service you are searching for.

[ATTORNEYS & LAWYERS \(17001\)](#)
[ATTORNEYS & LAWYERS - ANTITRUST & TRADE REGULATION \(39\)](#)
[ATTORNEYS & LAWYERS - BANKRUPTCY LAW \(802\)](#)
[ATTORNEYS & LAWYERS - CORPORATION, PARTNERSHIP & B \(977\)](#)
[ATTORNEYS & LAWYERS - CRIMINAL LAW \(1602\)](#)
[ATTORNEYS & LAWYERS - DIVORCE, ADOPTION & FAMILY \(1520\)](#)
[ATTORNEYS & LAWYERS - EMPLOYMENT & LABOR LAW \(896\)](#)
[ATTORNEYS & LAWYERS - GENERAL PRACTICE \(118515\)](#)
[ATTORNEYS & LAWYERS - GENERAL PRACTICE \(30381\)](#)
[ATTORNEYS & LAWYERS - IMMIGRATION & NATURALIZATION \(935\)](#)
[ATTORNEYS & LAWYERS - LEGAL SERVICES \(246040\)](#)
[ATTORNEYS & LAWYERS - REAL ESTATE LAW \(1405\)](#)
[ATTORNEYS & LAWYERS - SPECIALIZED SERVICES \(1578\)](#)
[ATTORNEYS & LAWYERS - ADMINISTRATIVE & GOVERNMENTAL \(174\)](#)
[ATTORNEYS - WILLS, TRUSTS & ESTATE PLANNING \(1261\)](#)
[ATTORNEYS DEBT COLLECTION LAW \(152\)](#)
[ATTORNEYS ENVIRONMENTAL & NATURAL RESOURCES LAW \(157\)](#)
[ATTORNEYS MEDICAL MALPRACTICE \(488\)](#)
[ATTORNEYS PATENT TRADEMARKS & COPYRIGHT LAW \(668\)](#)
[ATTORNEYS SECURITY LAW \(86\)](#)

FIG. 17

Supplier Search

Enter Business Category

attorneys

City, State or ZIP Code

Nationwide

SEARCH

[Advanced Search](#)

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100 results were found for "ATTORNEYS & LAWYERS - BANKRUPTCY LAW" in the United States. Now showing 1 to 15. If you didn't find what you were looking for, try the [Advanced Search](#).

Name	Address	Zip Code	Track
10th Circuit Court	Casper, WY	82601	SAVE
	Boston, MA	02108	SAVE
	New York, NY	10007	SAVE
	Sacramento, CA	95816	SAVE
	Tacoma, WA	98402	SAVE
	Oklahoma City, OK	73159	SAVE
	Birmingham, AL	35203	SAVE
	Ypsilanti, MI	48198	SAVE
	North Hills, CA	91343	SAVE
	Torrance, CA	90503	SAVE
	San Diego, CA	92101	SAVE
	Reno, NV	89503	SAVE
	North Highlands, CA	95660	SAVE

FIG. 18

FIG. 19

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Advanced Search

No matches for "ATTORNEYS & LAWYERS" in LOS ANGELES CA

Company Information

Enter as much company information as you can and click "search".

Company Name

Address

City/Town

State

--- select a state ---

ZIP Code

Telephone Number

Enter the area code and telephone number of the company you are searching for.

D-U-N-S® Number

Enter the 9 digit D-U-N-S® Number here.

Business Type

Enter as much information about the kind of business you want to find here

Keyword

City/Town

State

Nationwide

ZIP Code

FIG. 20

Good Credit Risk?
Bad Credit Risk?

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Now You'll Know for Sure

Introducing Dun & Bradstreet Credit Services.

The Dun & Bradstreet Credit eValuator helps you minimize your risk by letting you check the business credit ratings of potential new customers before agreeing to credit terms. You can also check to see if current customers, vendors and suppliers are paying on time and be automatically notified of important changes in their credit ratings. [Click here](#) to see a sample Credit eValuator report.

Run a credit check right NOW! (?)

Enter the name of the company whose credit you'd like to check along with the state where it's located and click "Search". You can also choose a company directly from your Tracking Folders.

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290

United States of America

292

[Advanced Search](#)

Owed Money?

294

We can help you get paid.

Introducing Dun & Bradstreet Collection Services. Through our partnership with Dun & Bradstreet Receivable Management Services (RMS), we offer you three easy-to-use services for getting the money owed you, without alienating your customers. You can even monitor the progress of your collection online through your Tracking Folders.

Choose from three collection services
D&B (RMS), offers three different collection services to best meet your needs. Learn how becoming a D&B sSmall Business Solutions member can lower your collection costs.

[Click here for more](#)

FIG. 21

Start Collecting NOW! (?)

To begin the collection process, enter the name of the company that owes you money along with the state where it's located and click "Search". You can also choose a company directly from your tracking folders.

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--- select a state ---

United States of America

SEARCH

Advanced Search

300

Update your D&B File

We noticed that you have updated the following fields of your company record:

	Your D&B Record	Your Registration Record
Company Name	Rogers Garden	Roger's Nursery
Street	12345 Main Street	1200 So. Main Street
Telephone	(888)-888-8888	(877)-888-8888

([Click here](#) to update your registration record.)

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To update your D&B company record we require that you have a D&B eUpdate PIN

If you have a D&B eUpdate PIN, enter it here and [click here](#).

If you do not have a D&B eUpdate PIN, please [click here](#) to request a PIN number or call 1-888-814-1435

Please note that we verify all information provided to us. We'll call or e-mail an authorized person at Roger's Gardens to confirm these changes before they are accepted.

[Cancel and Return to the Small Business Solutions Home Page](#)

FIG. 22

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A/R Aging Data to be Reported to Dun & Bradstreet
As of May 30, 2001

[Privacy Policy](#)

The table below is a list of your commercial customers. Choose which customer's data to report by selecting the appropriate Report to D&B checkbox and then click Report Selected Data.

The information you provide to Dun & Bradstreet is used to develop a timely and accurate picture of your commercial customers' payment habits – including both favorable and unfavorable payment experiences. You can also choose to include a D&B reporting notice on your commercial customers' invoices by selecting the Include D&B Notice on Invoice checkbox.

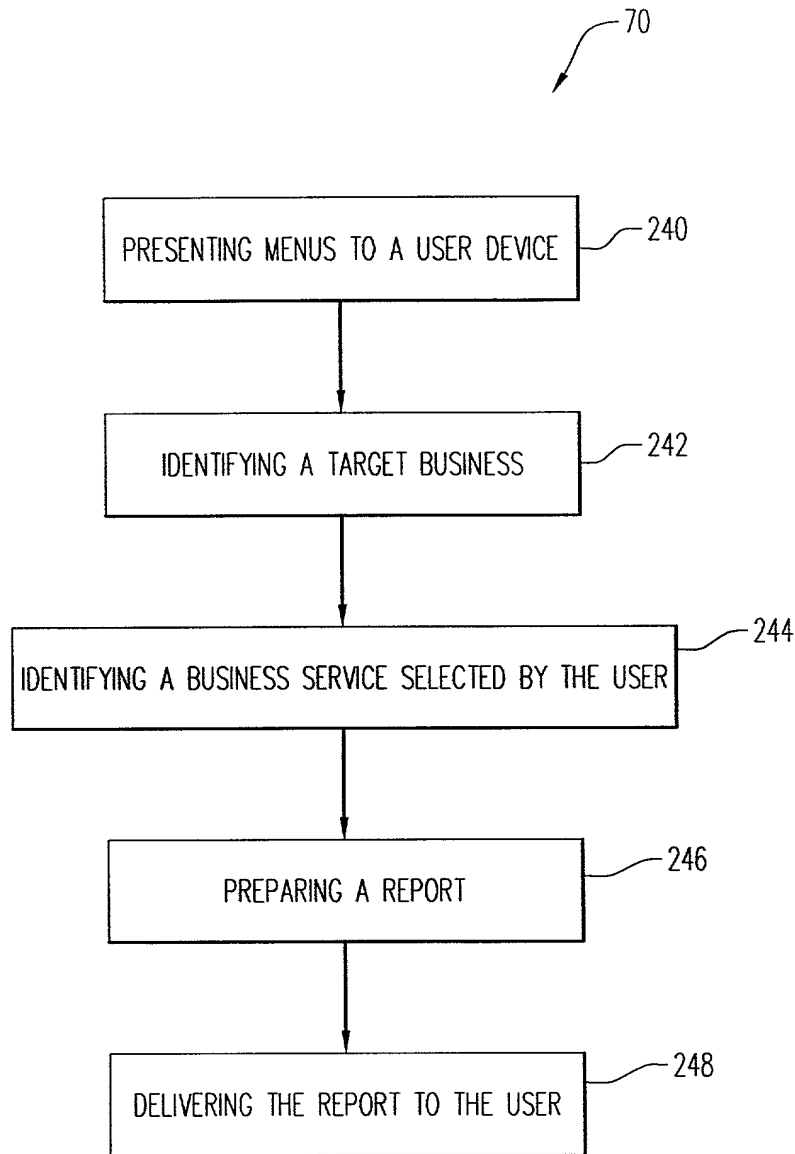
In addition, you will receive a bonus credit report valid for the current monthly subscription period when you report data on five or more commercial customers (maximum one bonus report per subscription period).

311 Company Name	312 Terms	313 Amount Owed	314 Amount Past Due	315 Days Late	316 Report to D&B	317 Include D&B Notice on Invoice
AB Company	Net 30	\$60.00	\$60.00	60	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
ABC Company	Net 15	\$80.00	\$80.00	55	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
XY Company	Net 30	\$200.00	\$100.00	50	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
XYZ Company	Net 45	\$150.00	\$50.00	45	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>
PQ Company	Net 15	\$50.00	\$0.00	10	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>

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Report Selected Data Close

FIG. 23

**FIG. 24**